

It's Your BUSINESS

September 2008

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Syracuse District
monthly e-newsletter,
It's Your Business,
at:

<http://web.sba.gov/list/>

Helping small businesses
start, grow and succeed.



Your Small Business Resource

2008 ALBANY MATCHMAKER & EXPO A RESOUNDING SUCCESS



One of over 1100 matchmaker appointments at the event.

The recent inaugural 2008 Albany Matchmaker & Expo provided a unique setting for small businesses to find procurement opportunities with purchasing representatives from over 35 agencies, colleges and prime contractors.

The event was held on September 5th at the Desmond Hotel in Albany and featured three hours of dynamic matchmaker appointments, often called "speed dating for business." Over 200 small business attendees from across Upstate New

York were able to present their products and services in one-on-one appointments with the decision maker of an agency or prime.

Participating agencies included federal, state and local agencies such as US DOT, US GSA, NYS DOT, and NYS Dormitory Authority to name a few. Prime contractors included Xerox, National Grid, KAPL, Turner Con-



One of three different workshops on govt. contracting.

struction and many more.

Attending small businesses were able to learn about marketing tips for winning contracts, selling to New York State and selling to Uncle Sam in concurrent workshops.

With the success of this year's matchmaker, plans are already in the works for the 2009 Al-

bany Matchmaker & Expo, anticipated to be held in September. Be sure to check our SBA Syracuse District Office website for the announcement of the date of open registration. We expect that next year's matchmaker will be repeat this year's sold-out event, so do not delay in registering if government contracting is an important part of your small business success.

If you are interested in learning more about federal certifications that can help your small business win government contracts, or about the SBA 8(a) Business Development Program, please contact Jim Quackenbush at 315-471-9393 ext. 252 or james.quackenbush@sba.gov.



Entrepreneurs were able to sign up for 10 minute appointments with their top choices.



Small business service providers were available at the Expo.

SBA SYRACUSE DISTRICT OFFICE MED WEEK AWARD WINNERS



**SBA Syracuse District Office
8(a) Graduate of the Year
James Jordan**



**SBA Syracuse District Office
Minority Small Business
Person of the Year
Antonio Abrantes**



**SBA Syracuse District Office
Minority Small Business
Person of the Year
Runner Up
Tony Baird**

The SBA Syracuse District Office recognized three winners in celebration of National Minority Enterprise Development (MED) Week at the 2008 Albany Matchmaker & Expo. Held annually since 1983, MED Week recognizes minority businesses' contributions to the nation's economy.

The SBA Syracuse District Office winning minority entrepreneurs were selected for their company's growth in sales and employees, success in government contracting, and community involvement.

The **8(a) Graduate of the Year Award Winner for 2008** is James Jordan, president & CEO of Omega QSE, Inc. The SBA's Section 8(a) Business Development Program is a nine year program that provides assistance to foster the growth and development of small businesses owned by socially and economically disadvantaged individuals.

After graduating from the SBA 8(a) Program in 2006, Omega QSE Inc. has grown into one of Central New York's largest minority-owned construction, contracting and maintenance firms, averaging over \$7.7 million in sales in the previous three years and employing 57 people in their Syracuse and Watertown locations.

Omega QSE, Inc. is a

multi-faceted service and construction management corporation specializing in Construction Management, General Construction, Renovation Projects and building maintenance. James has led his small business in winning contracts with many branches of the military, such as the Army, Navy, Marine Corps, Air National Guard and the Army Corps of Engineers.

The **Minority Small Business Person of the Year Award Winner for 2008** is Antonio

Abrantes, managing member of Cutting Edge Group, LLC. Antonio has led his firm in successful competition for numerous contracts, ranging from the NYS Dormitory Authority and the NYS Department of Environmental Conservation to the Army, Navy, USGS, Army Corp of Engineers and the National Park Service.

Under the management of Antonio Abrantes, Cutting Edge Group, LLC has developed a profitable network of procurement partners to provide design and building services, heavy civil construction services, and trenchless technologies. Located in Lake George, Cutting Edge Group has grown to 17 employees and averaged more than \$5.6 mil-

lion in sales for the past three years.

The **Minority Small Business Person of the Year Award Runner Up for 2008** is Tony Baird, president & CEO of Tony Baird Electronics, Inc. A service-disabled veteran, Tony started his small business three years ago in Syracuse and has been an active SBA 8(a) participant for the past two years. His success in winning contracts is remarkable for such a young company-the largest single contract won was worth over \$2.3 million.

Tony Baird Electronics, Inc. provides electronic components for government and commercial contracts, including contract administration, supply chain oversight and information technology services. Under Tony Baird's leadership, TBE has grown to three employees and over \$8 million in sales in 2007.

"With enthusiastic support from procurement partners like we have here today, the future for minority-owned small businesses is brighter than ever before. I'm proud of the entrepreneurs we recognize today and the role SBA played in their success," praised Bernard J. Paprocki, SBA Syracuse district director at the 2008 Albany Matchmaker & Expo.



Visit the Greater Binghamton SCORE Chapter website at www.greaterbinghamtonscore.org/

IT'S YOUR BUSINESS is

the monthly newsletter for small business owners created by the SBA's Syracuse District Office.

Newsletter features:

- Success Story of the Month
- Small business counseling and training events
- Small business advice
- SBA Office of Advocacy regulatory news
- SBA and Syracuse District news
- Government contracting assistance for small businesses
- Financial assistance programs for small businesses to start and expand
- Did you know? Column

Suggestions for Success Stories and other newsletter articles are welcome! Contact Rachael Stanton at 315-471-9393 ext. 244 or rachael.stanton@sba.gov.

BINGHAMTON SCORE CHAPTER CELEBRATES 40TH ANNIVERSARY

The 40th Anniversary of the founding of SCORE Chapter 217 will be celebrated at this year's annual SCORE dinner. It will be held on Thursday, September 18, 2008 at the Binghamton Country Club on Robinson Hill Road in

Endwell. William Ritter is the Great Binghamton SCORE Chapter Chair.

An SBA Resource Partner, the Greater Binghamton SCORE Chapter is composed of more than 48 volunteers that provide guidance and counseling to entre-

preneurs in Broome, Tioga, Otsego, Delaware and Chenango counties of New York along with Susquehanna County of Pennsylvania. The chapter maintains branches in Owego, Oneonta, and Norwich, New York and Montrose, Pennsylvania.

SAVE THE DATE: WOMEN'S BUSINESS CONFERENCE AT SUNY OSWEGO ON OCTOBER 7

Register now for the day-long Connections: Moving Women to Power conference to be held on October 7 at the SUNY Oswego campus.

Women entrepreneurs will come together at this conference to learn, generate new ideas, and

develop career and entrepreneurial aspirations. This event will feature dynamic speakers, networking opportunities, and a "women's marketplace."

The conference will run from 8:30 am to 3:30 pm in the Sheldon

Hall ballroom.

Tickets are \$30 per person and include a continental breakfast and lunch. Register by contacting the Tyler Hall Box Office at 315-312-2145 or email ticketets@oswego.edu.

LEARN HOW TO EXPORT TO CANADA

The U.S. Department of Commerce, U.S. Commercial Service, is pleased to announce a series of webinars focused on the Canadian market as an export opportunity for you and your company.

You will gain first-hand knowledge on the United States' largest trading partner at the convenience of your own desk!

Beginning on Wednesday September 10, and each Wednesday until October 15, you will hear from industry and government ex-

perts on the issues that matter most when exporting to Canada.

Each webinar is offered at US \$35.00 per company representative and will take place from 10:00-11:00 AM EDT.

The webinars will include a question-and-answer session following the presentation to address your specific concerns.

Topics include: |
- September 17, 2008: **Currency Exchange & Building Your Competitive Advantage**

- September 24, 2008: **NAFTA Classification &**

Documentation

- October 1, 2008:
Shipping Your Product Canada & Canadian Customs Clearance

- October 8, 2008:
Sending Temporary Exports to Canada

- October 15, 2008:
Sending Temporary Workers to Canada

Visit <http://www.buyusa.gov/newhampshire/canadawebinar.html>

more information on topics, speakers and registration details!

Syracuse SBA District Approvals - YTD FY2008 (10/1/07 - 8/31/08)

SBA 7(a) Loan Approvals

M&T Bank	122	\$16,653,400
Citizens Bank	60	\$1,887,100
First Niagara Bank	48	\$2,774,500
KeyBank National Association	46	\$5,037,900
New York Business Dev. Corp.	43	\$15,436,800
Five Star Bank	34	\$1,432,200
HSBC Bank USA	26	\$2,406,000
NBT Bank, National Association	24	\$3,279,700
Bank of America	23	\$760,500
TD Bank	17	\$2,419,100
Alliance Bank, N.A.	16	\$1,278,600
Community Bank, NA	14	\$1,141,459
The Oneida Savings Bank	13	\$1,663,500
Capital One Bank (USA)	13	\$555,000
Adirondack Bank	11	\$1,151,000
The Adirondack Trust Company	11	\$1,147,000
Ballston Spa National Bank	11	\$801,000
JPMorgan Chase Bank	11	\$355,500
First National Bank of Scotia	10	\$820,000
Watertown Savings Bank	9	\$1,303,800
Tompkins Trust Company	9	\$942,900
Pathfinder Bank	8	\$1,506,000
Corning Federal Credit Union	8	\$855,850
Superior Financial Group, LLC	8	\$77,500
Solvay Bank	7	\$1,220,000
The Rome Savings Bank	7	\$976,300
CIT Small Business Lending Corp.	6	\$2,337,200
Glens Falls National Bank	6	\$868,000
Banco Popular North America	5	\$1,386,900
The Elmira Savings Bank	5	\$553,500
Legacy Banks	5	\$125,000
Home Loan Investment Bank	4	\$1,987,500
Empower Federal Credit Union	4	\$573,000
Chemung Canal Trust Company	3	\$1,712,908
Small Business Loan Source, LLC	3	\$1,056,000
Visions Federal Credit Union	3	\$349,500
Berkshire Bank	3	\$65,000
Comerica Bank	2	\$2,337,200
PNC Bank, National Association	2	\$330,000
Wilber National Bank	2	\$218,861
Trustco Bank	2	\$182,000
Steuben Trust Co	2	\$155,000
Wachovia SBA Lending, Inc.	1	\$1,983,000
Live Oak Banking Company	1	\$1,760,000
Mainstreet Lender 7(A), LLC	1	\$1,155,000
Shinhan Bank America	1	\$1,000,000
UPS Capital Business Credit	1	\$680,000
Community South Bank	1	\$594,000
Stearns Bank National Association	1	\$427,000
SEFCU	1	\$350,000
United Western Bank	1	\$308,000

The National Bank of Delaware Co.	1	\$300,000
The Pittsfield Co-Operative Bank	1	\$250,000
The Bank of Bennington	1	\$185,500
Grow America Fund, Inc.	1	\$117,900
Wells Fargo Bank	1	\$55,000
Citizens & Northern Bank	1	\$50,000
Innovative Bank	1	\$25,000
Alternatives Federal Credit Union	<u>1</u>	<u>\$15,000</u>

Total 7(a) Loan Approvals 683 \$91,375,578

SBA 504 Loan Approvals

Empire State Certified Dev. Corp.	67	\$25,790,000
Greater Syracuse Business Dev. Corp.	7	\$1,288,000
Operation Oswego County, Inc.	<u>2</u>	<u>\$271,000</u>

Total 504 Loan Approvals 76 \$27,349,000

504 Third Party Lenders

Key Bank	9	\$4,595,500
HSBC Bank USA	8	\$2,452,750
M&T Bank	7	\$3,067,500
First Niagara Bank	5	\$3,213,500
Community Bank	4	\$7,158,500
NBT Bank	4	\$1,092,500
The Adirondack Trust Company	3	\$3,810,000
New York Business Dev. Corp.	3	\$1,655,000
First National Bank of Scotia	3	\$683,177
National Union Bank	3	\$562,500
The Bank of Bennington	2	\$1,225,000
Visions Federal Credit Union	2	\$867,500
Alliance Bank	2	\$603,000
Pathfinder Bank	2	\$349,150
SEFCU	2	\$311,500
The Provident Bank	1	\$2,175,000
Legacy Bank	1	\$720,000
Citizens Bank	1	\$700,000
American Bank Mortgage Group	1	\$670,000
Bank of America	1	\$425,000
Five Star Bank	1	\$392,132
The Bank of Green County	1	\$350,000
Rome Savings Bank	1	\$312,500
Wilber National Bank	1	\$301,667
Ballston Spa National Bank	1	\$260,000
Patriot Federal Bank	1	\$250,000
Ulster Savings Bank	1	\$237,500
Steuben Trust Company	1	\$217,650
Solvay Bank	1	\$175,000
The Elmira Savings Bank	1	\$133,250
JPMorgan Chase Bank	1	\$109,500
Pioneer Commercial Bank	<u>1</u>	<u>\$100,000</u>

Total 76 \$39,176,276

Total 7(a) and 504 Approvals 759 \$118,724,578